



DEPARTMENT OF THE ARMY
HEADQUARTERS UNITED STATES ARMY FORCES COMMAND
1777 HARDEE AVENUE SW
FORT MCPHERSON GEORGIA 30330-1062

REPLY TO
ATTENTION OF

AFLG-PR

3 Nov 97

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: FY 97 Regionalization Achievement, FY 98 Schedule, and Revised Implementation List

1. Forces Command has completed its first full year of Contracting Regionalization. Enclosure 1 gives a summary of regionalized contracts awarded during FY 97 with projected and actual savings. Enclosure 2 is a listing of proposed FY 98 contracts. Enclosure 3 provides a revised schedule of all proposed regionalized and master contracts based on information received from the Corps DOCs.

2. Overall the performance has been exceptional. Our original savings goal of \$7 million was exceeded by over \$8.6 million. The following milestone achievements during FY 97 are to the credit of all concerned:

a. Army Atlanta Contracting Center issued a new Cost Per Copy (CPC) contract including almost all FORSCOM installations as well as several TRADOC sites. It is anticipated to achieve over \$3 million dollars in savings. Despite this being the fourth CPC contract, competition still obtained price reductions.

b. The XVIII Airborne Corps issued contracts for Laundry, School Busing Services, Portable Latrines, and Oil Analysis. All but one achieved notable savings over previous "local" contracts.

c. Army Atlanta Contracting Center (AACC) also issued a master contract for Covey Leadership training which, by using the leverage of scale and several innovative concepts, is expected to save \$3.3 million on an IDIQ contract estimated at \$5 million, a savings of 66%. This contract can be used for FORSCOM, TRADOC and USARC personnel, and may become the model for an Army-wide contract. AACC is currently working on ideas to make the contract competitive while achieving the same quality of training.

d. Fort Dix has established numerous cells at USARC Reserve Support Centers and has issued regionalized contracts for USARC. Fort McCoy has also issued regionalized contracts in their region.

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3. A Job Order Contract issued by Fort Bragg in FY 96 for itself and Fort Drum, valued at potentially \$72 million, will save up to \$13 million based on achievement of an 18% decrease in coefficient.

4. We are aware that Regionalization has not been without significant growing pains. We recognize the need to re-look our guidance and concepts based on lessons learned, and we are doing that as we receive lessons learned and identify issues to resolve. We welcome everyone's constructive input as we fine tune this initiative.

5. We look forward to a successful FY 98. The schedule (Encl 2) shows an overall drop in projected contracts, but a significant increase in dollar value, which provides more opportunity for savings. However, there has been some retrenchment in regionalization candidates, especially for FY 98. We ask you to increase your efforts to find viable candidates and pursue them where it makes sense. This office stands ready to assist you in any way we can to ensure success.



CHARLES J. GUTA

Colonel, AC

Chief, Contracting Division, DCSL&R
Principal Assistant Responsible
for Contracting

3 Encl
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DISTRIBUTION:

Army Atlanta Contracting Center, ATTN: AFLG-PRC
Commanders

I Corps and Fort Lewis, ATTN: AFZH-DOC, Box 33931

III Corps & Fort Hood, ATTN: AFZF-DOC

XVIII Abn Corps & Fort Bragg, ATTN: AFZA-DOC

1st Inf Div (Mech) & Fort Riley, ATTN: AFZN-DOC

4th Inf Div (Mech) & Fort Carson, ATTN: AFZC-DOC

10th Mountain Div & Fort Drum, ATTN: AFZS-DOC

24th Inf Div (Mech) & Fort Stewart, ATTN: AFZP-DC

101st Abn Div (AASLT) & Fort Campbell, ATTN: AFZB-DOC

Joint Readiness Training Center & Fort Polk, ATTN: AFZX-DOC
Fort Devens, ATTN: AFZD-DOC

National Training Center & Fort Irwin, ATTN: AFZJ-DC

Fort Dix, ATTN: AFZT-DOC

Fort McCoy, ATTN: AFZR-DOC

Regionalization Achievement FY 97

<i>Corps ID</i>	<i>Requirement</i>	<i>Award Qtr/Yr</i>	<i>Contract\$</i>	<i>Est. Savings</i>	<i>Savings</i>
AACC					
	Language Training	2Qtr97	\$10,434,807.00	\$1,095,654.73	\$1,476,387.00
	Cost per Copy Svc	2Qtr97	\$25,125,949.00	\$2,638,224.65	\$3,411,277.00
	65th ARCOM Guard Svc	3Qtr97	\$9,000,000.00	\$486,000.00	\$0.00
	Operate TMP	3Qtr97	\$7,780,063.00	\$420,123.40	\$1,439,581.00
	JOC - Buchanan	4Qtr97	\$9,000,000.00	\$486,000.00	\$25,660.00
	Covey Training	4Qtr97	\$5,000,000.00	\$525,000.00	\$3,317,429.00
	Corps Total		\$66,340,819.00	\$5,651,002.78	\$9,670,334.00
III Corps					
	Central Issue Facility	1Qtr97	\$7,739,847.00	\$812,683.93	\$48,692.00
	Corps Total		\$7,739,847.00	\$812,683.93	\$48,692.00
XVIII ABN Corps					
	Oil Analysis	3Qtr97	\$2,165,820.00	\$227,411.10	\$1,758,090.00
	School Buses	4Qtr97	\$12,789,078.00	\$1,342,853.19	(\$245,088.00)
	Latrines	4Qtr97	\$3,699,039.00	\$388,399.09	\$3,025,204.00
	Laundry	4Qtr97	\$7,876,002.00	\$826,980.21	\$1,347,783.00
	Corps Total		\$26,529,939.00	\$2,785,643.60	\$5,885,989.00
Totals			<u>\$100,610,605.00</u>	<u>\$9,249,330.31</u>	<u>\$15,605,015.00</u>

Regionalization Schedule FY 98

Corps ID	Requirement	Award Qtr/Yr	Perf Period	Installation 1	Installation 2	Installation 3	Installation 4	Contract\$
<i>XVIII ABN Corps</i>								
	Grounds Maint	1Qtr98	5	Bragg	Campbell	Stewart		\$5,676,925.00
	Operate TMP	4Qtr98	5	Bragg	Stewart			\$2,429,922.00
	Repl/Rep Bay Doors	4Qtr98	4	Bragg	Campbell			\$1,320,394.00
	<i>Corps Total</i>							\$9,427,241.00
<i>III Corps</i>								
	Operate TMP	1Qtr98	5	Hood	Riley			\$8,737,930.00
	<i>Corps Total</i>							\$8,737,930.00
<i>AACC</i>								
	ADPE Maint/Repair	1Qtr98	5	FORSCOM				\$2,500,000.00
	FORSCOM Environmental Supp	3Qtr98	5	FORSCOM				\$50,000,000.00
	TASC	3Qtr98	5	Dix				\$4,500,000.00
	FORSCOM Logistics Support	3Qtr98	5	FORSCOM				\$50,000,000.00
	Maintain FMIB Tanks	4Qtr98	5	Inwin				\$8,800,000.00
	JOC	4Qtr98	3	Dix				\$13,500,000.00
	Range Decontamination	4Qtr98	5	Inwin				\$4,600,000.00
	Family Housing Maint	4Qtr98	5	Polk				\$30,000,000.00
	<i>Corps Total</i>							\$163,900,000.00
<i>Grand Total</i>								\$182,065,171.00

Regionalization Schedule - All Years

<i>Corps ID</i>	<i>Requirement</i>	<i>Award Qtr/Yr</i>	<i>Base Year</i>	<i>Perf.Period</i>	<i>Est. Contract \$</i>
<i>AACC</i>					
	Cost per Copy Svc	2Qtr97	1997	5	\$25,000,000.00
	Language Training	2Qtr97	1997	5	\$10,046,047.91
	65th ARCOM Guard Svc	3Qtr97	1997	5	\$9,000,000.00
	Operate TMP	3Qtr97	1997	5	\$5,000,000.00
	JOC - Buchanan	4Qtr97	1997	3	\$9,000,000.00
	Covey Training	4Qtr97	1997	3	\$5,000,000.00
	ADPE Maint/Repair	1Qtr98	1998	5	\$2,500,000.00
	FORSCOM Logistics Support	3Qtr98	1998	5	\$50,000,000.00
	FORSCOM Environmental Supp	3Qtr98	1998	5	\$50,000,000.00
	TASC	3Qtr98	1998	5	\$4,500,000.00
	JOC	4Qtr98	1998	3	\$13,500,000.00
	Range Decontamination	4Qtr98	1998	5	\$4,600,000.00
	Family Housing Maint	4Qtr98	1998	5	\$30,000,000.00
	Maintain FMIB Tanks	4Qtr98	1998	5	\$8,800,000.00
	JOC (Combined)	1Qtr99	1999	3	\$9,000,000.00
	Full Food Service	3Qtr99	1999	5	\$20,000,000.00
	JOC	4Qtr99	1999	3	\$6,000,000.00
	JOC (Follow-on)	4Qtr99	1999	3	\$9,000,000.00
	Installation Support	4Qtr99	1999	5	\$109,000,000.00
	Full Food Service	3Qtr00	2000	5	\$10,000,000.00
	Logistics Support	4Qtr00	2000	5	\$227,000,000.00
	Biological Monitoring	4Qtr00	2000	5	\$2,500,000.00
	DFA/TISA/Ice Plant	4Qtr01	2001	5	\$13,500,000.00
	<i>Corps Total</i>				\$632,946,047.91
<i>III Corps</i>					
	Central Issue Facility	1Qtr97	1997	5	\$8,160,215.00
	Operate TMP	1Qtr98	1998	5	\$8,737,930.00
	Pest Managemen	1Qtr99	1999	5	\$1,147,100.00
	JOC	2Qtr99	1999	5	\$21,614,400.00
	Family Crisis Ctr	2Qtr99	1999	5	\$743,305.00
	TASC	4Qtr99	1999	5	\$12,383,080.00
	Food Service	4Qtr99	1999	5	\$20,225,560.00
	Artificial Ice	2Qtr00	2000	5	\$1,909,215.00

<i>Corps ID</i>	<i>Requirement</i>	<i>Award Qtr/Yr</i>	<i>Base Year</i>	<i>Perf.Period</i>	<i>Est. Contract \$</i>
	Washers & Dryers	4Qtr00	2000	5	\$2,023,685.00
	Custodial (Post)	2Qtr03	2003	3	\$4,267,722.00
	<i>Corps Total</i>				\$81,212,212.00
<i>XVIII ABN Corp</i>					
	Oil Analysis	3Qtr97	1997	5	\$2,335,888.00
	School Buses	4Qtr97	1997	5	\$10,007,180.00
	Laundry	4Qtr97	1997	5	\$14,464,222.00
	Latrines	4Qtr97	1997	5	\$3,273,541.00
	Grounds Maint	1Qtr98	1998	5	\$5,676,925.00
	Operate TMP	4Qtr98	1998	5	\$2,429,922.00
	Repl/Rep Bay Doors	4Qtr98	1998	4	\$1,320,394.00
	Refuse Collection	1Qtr99	1999	5	\$14,132,777.00
	Custodial (Post)	1Qtr99	1999	5	\$8,926,892.00
	Cellular Phones	2Qtr99	1999	3	\$690,175.00
	Custodial (Hospital)	2Qtr99	1999	5	\$11,347,924.00
	Family Housing Maint	2Qtr99	1999	5	\$52,897,281.00
	Hospital Maint	2Qtr00	2000	5	\$17,314,350.00
	JOC (Corps-wide)	2Qtr00	2000	4	\$101,000,000.00
	Washers & Dryers	4Qtr00	2000	5	\$1,259,491.00
	FFS/DFA	2Qtr01	2001	5	\$89,011,505.00
	Operate Ranges/MPRC	3Qtr01	2001	5	\$6,886,233.00
	DS/GS Maint	4Qtr01	2001	5	\$8,541,360.00
	<i>Corps Total</i>				\$351,516,060.00
	<i>Grand Total</i>				\$1,065,674,319.91